

Message Text

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43

ORIGIN NEA-10

INFO OCT-01 ISO-00 PM-04 H-02 PRS-01 MC-02 ACDA-07 OMB-01

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R 120537Z MAY 76

FM SECSTATE WASHDC

TO AMEMBASSY ISLAMABAD

INFO AMEMBASSY DACCA

AMEMBASSY KABUL

AMEMBASSY NEW DELHI

AMEMBASSY TEHRAN

DOD

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E.O. 11652:N/A

TAGS: MASS, PK, US

SUBJECT: PRESS GUIDANCE ON TOW SALE TO PAKISTAN

1. FOLLOWING CONTINGENCY PRESS GUIDANCE HAS BEEN PREPARED FOR USE IN CONNECTION WITH TRANSMITTAL TO CONGRESS OF DRAFT LETTER OF OFFER TO PAKISTAN FOR TOW MISSILES. POSTS MAY DRAW ON GUIDANCE AS APPROPRIATE IN RESPONDING TO PUBLIC INQUIRIES. POSTS MAY ALSO WISH TO TAKE THE INITIATIVE IN INFORMING HOST GOVERNMENTS OF THIS ACTION.

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2. Q. HOW MUCH MILITARY EQUIPMENT IS INVOLVED IN THE SALE

TO PAKISTAN WHICH HAS RECENTLY BEEN REPORTED TO CONGRESS?
IS THIS PART OF A LARGER PACKAGE DEAL?

A. THE USG HAS AGREED TO SELL PAKISTAN THE TOW ANTI-TANK MISSILE. THIS IS THE FIRST MAJOR SALE OF MILITARY EQUIPMENT TO PAKISTAN OR INDIA UNDER THE TERMS OF THE ARMS SUPPLY POLICY ADOPTED IN FEBRUARY 1975; AFTER THE LIFTING OF A PREVIOUS EMBARGO. IT IS CONSISTENT WITH THE TERMS OF THAT POLICY WHICH INCLUDE THE STIPULATION THAT SALES ARE TO BE FOR CASH ONLY AND THAT, AT LEAST IN THE INITIAL STAGES, WE WOULD WANT TO CONSIDER ITEMS OF AN ESSENTIALLY DEFENSIVE NATURE. WE WILL ALSO BE SELLING ASSOCIATED EQUIPMENT, INCLUDING SOME JEEPS AND ARMORED PERSONNEL CARRIERS FOR USE IN MOUNTING THE TOW LAUNCHERS.

THE VALUE OF THIS TRANSACTION IS APPROXIMATELY DOLLARS 28 MILLION. IF ASKED: IN KEEPING WITH LONG-STANDING PRACTICE, WE DO NOT REVEAL THE NUMBERS OF THE ITEMS INVOLVED.

3. Q. YOU SAY THIS IS THE FIRST MAJOR SALE UNDER THE REVISED POLICY. WHAT OTHER ITEMS HAVE BEEN SOLD TO PAKISTAN SINCE THE REVISION OF THE POLICY IN FEBRUARY 1975?

A. DURING THIS PERIOD WE HAVE CONTINUED TO MAKE ROUTINE SALES OF EQUIPMENT AND MATERIEL WHICH WAS PERMITTED UNDER PREVIOUS POLICY--ITEMS SUCH AS SPARE PARTS AND AMMUNITION. THIS WILL BE THE FIRST MAJOR SALE, HOWEVER, OF SO-CALLED "LETHAL" EQUIPMENT WHICH WAS PROHIBITED UNDER PREVIOUS POLICY.

4. Q. DOES THIS SALE PRESAGE THE SALE TO PAKISTAN OF THE COMBAT AIRCRAFT WHICH A PAKISTAN AIR FORCE TEAM RECENTLY LOOKED AT IN THIS COUNTRY?

A. WE LOOK AT EACH REQUEST FOR EQUIPMENT SEPARATELY AND DECIDE IT ON ITS OWN MERITS. AS WE HAVE SAID BEFORE, A PAKISTAN AIR FORCE TEAM RECENTLY VISITED THIS COUNTRY AT THE INVITATION OF A NUMBER OF COMMERCIAL CONTRACTORS. THE FACT THAT THEY LOOKED AT SEVERAL U.S. AIRCRAFT DOES NOT IMPLY ANY DECISION ON THE PART OF THE USG REGARDING ANY SPECIFIC SALES.

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5. Q. IS THIS SALE IN ADDITION TO THE DOLLARS 100 MILLION ARMS DEAL FOR PAKISTAN REPORTED RECENTLY IN THE PRESS?

A. THIS SALE IS THE LARGEST OF SEVERAL POSSIBLE ARMS TRANSACTIONS WITH PAKISTAN WHICH ARE PRESENTLY UNDER CONSIDERATION. IF ALL CONTRACTS NOW BEING DISCUSSED ARE SIGNED BEFORE THE END OF THE FISCAL YEAR, THE AMOUNT COULD REACH

DOLS 90 OR 100 MILLION, WHICH ARE THE FIGURES WHICH HAVE APPEARED IN THE PRESS.

6. Q. WHAT OTHER TYPES OF MILITARY EQUIPMENT HAVE THE PAKISTANIS INDICATED INTEREST IN?

A. IT IS NOT OUR POLICY TO DISCLOSE CONFIDENTIAL DISCUSSIONS ON SUCH MATTERS.

7. Q. WHAT WILL THE INDIANS' REACTION TO THIS SALE BE?

A. THE INDIAN GOVERNMENT IS FULLY AWARE OF OUR POLICY OF RESTRAINT IN THIS AREA AND THIS SALE IS CONSISTENT WITH THAT POLICY.

8. Q. HAVE THE INDIANS AVAILED THEMSELVES OF THE REVISED ARMS SALES POLICY?

A. OUR ARMS SUPPLY POLICY APPLIES EQUALLY TO BOTH INDIA AND PAKISTAN. THE GOVERNMENT OF INDIA DOES PURCHASE A CONSIDERABLE QUANTITY OF EQUIPMENT AND MATERIEL FROM US, BUT SO FAR THEY HAVE NOT BOUGHT ANY MAJOR "LETHAL" EQUIPMENT, I.E., THE TYPE OF EQUIPMENT WHICH WAS PREVIOUSLY UNDER EMBARGO. KISSINGER

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